

# INFORMATION REPORT

CD NO.

COUNTRY Rumania

## SECURITY INFORMATION

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SUBJECT Procedure for Making Purchases for  
Import by State-Controlled Companies

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## SOURCE

1. All sales to the State are made by state-controlled commercial companies. Barter transactions are handled in similar fashion. Purchases by public institutions, industries, and other enterprises must be covered by the State Plan, which is classified as a state secret. Approval of each purchase must be given by officials in charge of the State Plan.
2. After approval has been secured from Plan officials, the enterprise requests the appropriate state-controlled commercial company to secure bids abroad through their own agents or by correspondence with foreign firms. Occasionally when these methods are unsuccessful the state companies make contact with such representatives of foreign firms as to continue in business. After securing bids, the state companies generally attempt to deal directly with the foreign firm selected, eliminating the representative in Rumania. When the foreign firm insists on conducting business through its Rumanian representative the state company gives the order to the foreign corporation and refuses to pay any commission to the local representative. The commission of the local representative in such transactions must be paid by the foreign corporation through the Rumanian State Bank.
3. Local representatives, who under this system, rarely know the identity of the ultimate consumer, are forbidden access to the offices of the state companies with which they do business. Transactions are generally conducted by telephone and on rare occasions in the office of the higher executive of the state company. In those few instances when the local representative gains access to the office of a state company nothing is transmitted in writing as all information relative to procurement is a state secret and the person divulging it is liable to a charge of economic espionage.
4. Occasionally a high executive of an enterprise wishing to make purchases abroad will call a local representative who is known to him, in order to request information or to request a bid. In such cases the local representative can secure some of the information he requires since the officials of state companies generally appear to have little knowledge concerning the transactions they are requested to conclude.
5. Payment for imports are approved together with the order by the Ministry of Foreign Trade, which issues the necessary instructions to the State Bank. It is

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believed that orders are approved only if the required funds in lei and foreign currency are allocated.

6. Available dollars are used only for indispensable imports. At the present time only automobiles of Soviet or Czech manufacture are imported. Payments in dollars or by barter are made for the large purchases which the Rumanian Government makes from the other satellite nations under commercial agreements entered into with them.

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